

BEFORE THE TENNESSEE REGULATORY AUTHORITY  
Nashville, Tennessee

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T.R.A. DOCKET ROOM

In Re: *Implementation of the Federal Communications Commission's Triennial Review Order (Nine-month Proceeding) (Switching)*  
Docket No. 03-00491

*Implementation of the Federal Communications Commission's Triennial Review Order (Nine-month Proceeding) (Hot Cuts)*  
Docket No. 03-00526

**BELLSOUTH TELECOMMUNICATIONS, INC.'S**  
**FIRST REQUESTS FOR PRODUCTION OF DOCUMENTS**  
**TO ITC^DELTACOM COMMUNICATIONS**  
**OF THE SOUTH CENTRAL STATES, INC.**

BellSouth Telecommunications, Inc. ("BellSouth"), hereby requests ITC^DeltaCom Communications of the South Central States, Inc. ("DeltaCom") to provide answers in response to the following discovery requests in the time established by the Procedural Schedule provided by Director Jones on October 21, 2003.

**DEFINITIONS**

1. "BellSouth" means BellSouth Telecommunications, Inc., and its subsidiaries, their present and former officers, employees, agents, representatives, directors, and all other persons acting or purporting to act on behalf of BellSouth Telecommunications, Inc.

2. The terms "you" and "your" refer to DeltaCom.

3. "DeltaCom" means ITC^DeltaCom Communications of the South Central States, Inc., and its subsidiaries, their present and former officers, employees, agents, directors, and all other persons acting or purporting to act on behalf of DeltaCom.

4. The term "person" means any natural person, corporation, corporate division, partnership, other unincorporated association, trust, government agency, or entity.

5. The term "document" shall have the broadest possible meaning under applicable law. "Document" means every writing or record of every type and description that is in the possession, custody or control of BellSouth, including, but not limited to, correspondence, memoranda, drafts, work papers, summaries, stenographic or handwritten notes, studies, publications, books, pamphlets, reports, surveys, minutes or statistical compilations, computer and other electronic records or tapes or printouts, including, but not limited to, electronic mail files; and copies of such writings or records containing any commentary or notation whatsoever that does not appear in the original. The term "document" further includes, by way of illustration and not limitation, schedules, progress schedules, time logs, drawings, computer disks, charts, projections, time tables, summaries of other documents, minutes, surveys, work sheets, drawings, comparisons, evaluations, laboratory and testing reports, telephone call records, personal diaries, calendars, personal notebooks, personal reading files, transcripts, witness statements and indices.

6. The term "referring or relating to" means consisting of, containing, mentioning, suggesting, reflecting, concerning, regarding, summarizing, analyzing, discussing, involving, dealing with, emanating from, directed at, pertaining to in any way, or in any way logically or factually connected or associated with the matter discussed.

7. "And" and "or" as used herein shall be construed both conjunctively and disjunctively and each shall include the other whenever such construction will serve to

bring within the scope of these discovery requests any information that would otherwise not be brought within their scope.

8. The singular as used herein shall include the plural, and vice versa, and the masculine gender shall include the feminine and the neuter.

9. "Hot cut" refers to the entire process necessary to physically transfer from one carrier to another a working voice grade access line that remains working after the transfer.

10. "Batch Hot Cut" should be defined consistent with the FCC's use of that term, unless the Request provides another definition.

11. "Individual Hot Cut" refers to all hot cuts that are not bulk hot cuts.

12. "Business case" refers to any undertaking that analyzes or evaluates, among other things, the business value to be realized, the tangible and intangible benefits, the effect on business processes and people's jobs, the financials, the technology to be applied, and the risks, potential problems and rewards of a particular course of action. It is the process that would be undertaken prior to going into a particular business, or before undertaking a particular course of action in order to determine whether the actions taken would provide a positive business benefit, when balanced against the potential problems that might be incurred.

13. "Access Line" refers to a transmission path between user terminal equipment and a switching center that is used to provide local exchange service.

14. "ILEC" refers to Incumbent Local Exchange Carrier.

15. "DSO" refers to Digital Signal, level zero.

16. "DS1" refers to Digital Signal, level 1.

17. "FCC" refers to the Federal Communications Commission.

18. "Voice-grade equivalent lines" should be defined consistent with the FCC's use of the term, unless the Request provides another definition.

19. "Churn" refers to the average monthly outward movement of end user customers expressed as a percentage of total end user customers in service.

20. A "qualifying service" is a service as defined in 47 C.F.R. §51.5, as that rule is currently set forth in connection with the FCC's Triennial Review Order (TRO).

21. A "non-qualifying service" is a service as defined in 47 C.F.R. §51.5, as that rule is currently set forth in connection with the FCC's Triennial Review Order (TRO).

#### **GENERAL INSTRUCTIONS**

1. If any response required by way of answer to these Requests for Production is considered to contain confidential or protected information, please furnish this information subject to the protective agreement executed by the parties.

2. If any response is withheld under a claim of privilege, please furnish a list of each document for which the privilege is claimed, reflecting the name and address of the person who prepared the document, the date the document was prepared, each person who was sent a copy of the document, each person who has viewed or who has had custody of a copy of the document, and a statement of the basis on which the privilege was claimed.

3. These Requests for Production are to be answered with reference to all information in your possession, custody or control or reasonably available to you. These Requests for Production are intended to include requests for information that is physically within DeltaCom's possession, custody or control as well as in the

possession, custody or control of DeltaCom's agents, attorneys, or other third parties from which such information may be obtained.

4. If any Requests for Production cannot be responded to in full, answer to the extent possible and specify the reason for your inability to respond fully. If you object to any part of a Request for Production, answer all parts of the request to which you do not object, and as to each part to which you do object, separately set forth this specific basis for the objection.

5. These Requests for Production are continuing in nature and require supplemental responses should information unknown to you at the time you serve your responses to these requests subsequently become known or should your initial response be incorrect or untrue.

6. To the extent DeltaCom has previously provided a response to any Request for Production, which prior response is responsive to any of the following Requests for Production, in Tennessee or any other state in proceedings in which BellSouth and DeltaCom are parties, DeltaCom need not respond to such request again, but rather may respond to such request by identifying the prior response to such request by state, proceeding, docket number, date of response, and the number of such response. If such prior response does not respond to the Request for Production contained below in its entirety, you should provide all additional information necessary to make your responses to these Requests for Production complete.

#### **REQUESTS FOR PRODUCTION**

1. Produce all documents identified in response to BellSouth's First Set of Interrogatories.

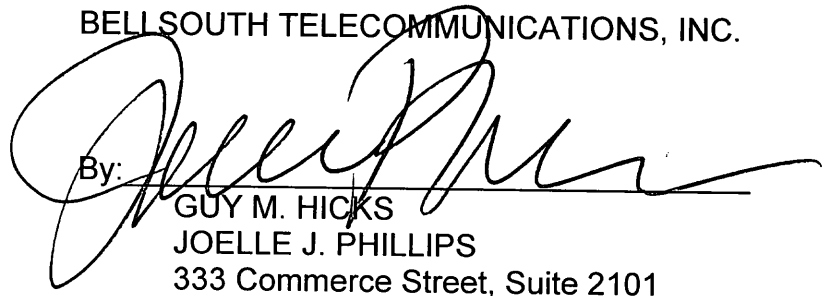
2. Produce every business case in your possession, custody or control that evaluates, discusses, analyzes or otherwise refers or relates to the offering of a qualifying service in the State of Tennessee.
3. Produce all documents referring or relating to the average monthly revenues you receive from end user customers in Tennessee to whom you only provide qualifying service.
4. Produce all documents referring or relating to the average number of access lines you provide to end user customers in Tennessee to whom you only provide qualifying service.
5. Produce all documents referring or relating to the average monthly revenues you receive from end user customers in Tennessee to whom you only provide non-qualifying service.
6. Produce all documents referring or relating to the average monthly revenues you receive from end user customers in Tennessee to whom you provide both qualifying and non-qualifying service.
7. Produce all documents referring or relating to the average number of access lines you provide to end user customers in Tennessee to whom you provide both qualifying and non-qualifying service.
8. Provide all documents referring or relating to the classifications used by DeltaCom to offer service to end user customers Tennessee (e.g., residential customers, small business customers, mass market customers, enterprise customers, or whatever type of classification that you use to classify your customers).

9. Produce all documents referring or relating to the average acquisition cost for each class or type of end user customer served by DeltaCom, as requested in BellSouth's First Set of Interrogatories, No. 34
10. Produce all documents referring or relating to the typical churn for each class or type of end user customer served by DeltaCom, as requested in BellSouth's First Set of Interrogatories, No. 35.
11. Produce all documents referring or relating to how DeltaCom determines whether to serve an individual customer's location with multiple DS0s or with a DS1 or larger transmission system.
12. Produce all documents referring or relating to the typical or average number of DS0s at which DeltaCom would choose to serve a particular customer with a DS1 or larger transmission system as opposed to multiple DS0, all other things being equal.
13. Produce all documents referring or relating to the cost of capital used by DeltaCom in evaluating whether to offer a qualifying service in a particular geographic market.
14. Produce all documents referring or relating to the time period used by DeltaCom in evaluating whether to offering a qualifying service in a particular geographic market (e.g., one year, five years, ten years or some other time horizon over which a project is evaluated)?
15. Produce all documents referring or relating to your estimates of sales expense when evaluating whether to offer a qualifying service in a particular geographic market.

16. Produce all documents referring or relating to your estimates of general and administrative (G&A) expenses when evaluating whether to offer a qualifying service in a particular geographic market.
17. Produce all documents referring or relating to any complaints by DeltaCom or its end user customers about individual hot cuts performed by BellSouth since January 1, 2000.
18. Produce all documents referring or relating to a batch hot cut process used by any ILEC in the BellSouth region that is acceptable to DeltaCom or that DeltaCom believes is superior to BellSouth's batch hot cut process.
19. Produce all documents referring or relating to an individual hot cut process used by any ILEC in the BellSouth region that is acceptable to DeltaCom or that DeltaCom believes is superior to BellSouth's individual hot cut process.
20. Produce all documents referring or relating to a batch hot cut process used by any ILEC outside the BellSouth region that is acceptable to DeltaCom or that DeltaCom believes is superior to BellSouth's batch hot cut process.
21. Produce all documents referring or relating to an individual hot cut process used by any ILEC outside the BellSouth region that is acceptable to DeltaCom or that DeltaCom believes is superior to BellSouth's individual hot cut process.

Respectfully submitted,

BELL SOUTH TELECOMMUNICATIONS, INC.

By:   
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## CERTIFICATE OF SERVICE

I hereby certify that on October 27, 2003, the foregoing document was served on the parties of record, via the method indicated:

☐ Hand  
☒ Mail  
☐ Facsimile  
☐ Overnight  
☒ Electronic

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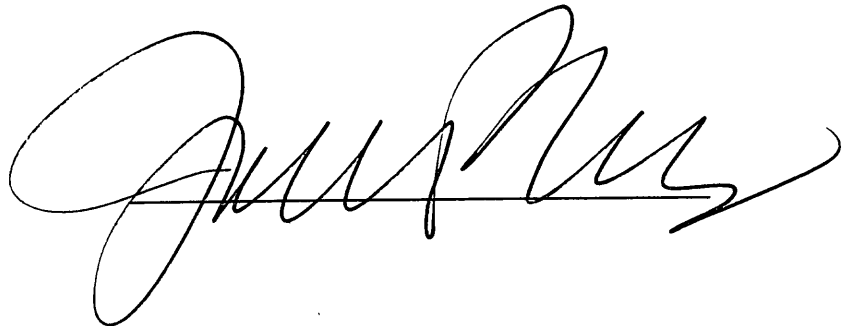
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A large, stylized handwritten signature in black ink, likely belonging to Guilford Thornton, is written over a horizontal line.